



# TORQ Analysis of Purchasing Managers to Storage and Distribution Managers

## INPUT SECTION:

Transfer	Title	O*NET	Filters		
From Title:	Purchasing Managers	11-3061.00	Abilities:	Importance Level: 50	Weight: 1
To Title:	Storage and Distribution Managers	11-3071.02	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

## OUTPUT SECTION:

Grand TORQ:

89

Ability TORQ				Skills TORQ				Knowledge TORQ			
Level		96		Level		81		Level		90	
Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
Selective Attention	44	3	53	Management of Personnel Resources	68	20	80	Customer and Personal Service	71	10	81
				Monitoring	74	21	76				
				Active Listening	59	3	75				
				Speaking	63	1	78				

LEVEL and IMPT (IMPORTANCE) refer to the Target Storage and Distribution Managers. GAP refers to level difference between Purchasing Managers and Storage and Distribution Managers.

## ASK ANALYSIS

### Ability Level Comparison - Abilities with importance scores over 50

Description	Purchasing Managers	Storage and Distribution Managers	Importance
Oral Comprehension	59	57	75
Oral Expression	64	57	75
Speech Recognition	60	51	75
Speech Clarity	53	51	75
Problem Sensitivity	57	51	72
Deductive Reasoning	59	50	65



Inductive Reasoning	55		46		65
Near Vision	64		53		65
Written Comprehension	57		55		62
Information Ordering	51		48		59
Category Flexibility	53		51		59
Written Expression	57		50		56
Fluency of Ideas	48		46		53
Selective Attention	41		44		53
Originality	44		42		50

## Skill Level Comparison - Abilities with importance scores over 69

Description	Purchasing Managers	Storage and Distribution Managers	Importance
Reading Comprehension	66	59	80
Time Management	66	58	80
Management of Personnel Resources	48	68	80
Speaking	62	63	78
Critical Thinking	70	62	76
Monitoring	53	74	76
Active Listening	56	59	75
Instructing	56	56	71
Judgment and Decision Making	61	54	70

## Knowledge Level Comparison - Knowledge with importance scores over 69

Description	Purchasing Managers	Storage and Distribution Managers	Importance
Customer and Personal Service	61	71	81
English Language	63	57	74
Administration and Management	69	62	70

## Experience &amp; Education Comparison

Related Work Experience Comparison			Required Education Level Comparison		
Description	Purchasing Managers	Storage and Distribution Managers	Description	Purchasing Managers	Storage and Distribution Managers
10+ years	3%	7%	Doctoral	0%	0%
8-10 years	0%	19%	Professional Degree	0%	0%
6-8 years	0%	2%	Post-Masters Cert	0%	0%
4-6 years	75%	3%	Master's Degree	2%	0%
				0%	0%



2-4 years	11%	58%	Bachelors	44%	38%
1-2 years	0%	0%	AA or Equiv	46%	3%
6-12 months	0%	2%	Some College	2%	13%
3-6 months	9%	0%	Post-Secondary Certificate	4%	0%
1-3 months	0%	0%	High School Diploma or GED	0%	43%
0-1 month	0%	0%	No HSD or GED	0%	0%
None	0%	0%			

## Purchasing Managers

## Storage and Distribution Managers

## Most Common Educational/Training Requirement:

Bachelor's or higher degree, plus work experience

Work experience in a related occupation

## Job Zone Comparison

## 4 - Job Zone Four: Considerable Preparation Needed

A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.

Most of these occupations require a four - year bachelor's degree, but some do not.

Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.

## 3 - Job Zone Three: Medium Preparation Needed

Previous work-related skill, knowledge, or experience is required for these occupations. For example, an electrician must have completed three or four years of apprenticeship or several years of vocational training, and often must have passed a licensing exam, in order to perform the job.

Most occupations in this zone require training in vocational schools, related on-the-job experience, or an associate's degree. Some may require a bachelor's degree.

Employees in these occupations usually need one or two years of training involving both on-the-job experience and informal training with experienced workers.

## Tasks

## Purchasing Managers

## Core Tasks

## Generalized Work Activities:

- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.
- Making Decisions and Solving Problems - Analyzing information and evaluating results to choose the best solution and solve problems.
- Organizing, Planning, and Prioritizing Work - Developing specific goals and plans to prioritize, organize, and accomplish your work.
- Judging the Qualities of Things, Services, or People - Assessing the value, importance, or quality of things or people.
- Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources.

## Specific Tasks

## Occupation Specific Tasks:

- Administer online purchasing systems.

## Storage and Distribution Managers

## Core Tasks

## Generalized Work Activities:

- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.
- Making Decisions and Solving Problems - Analyzing information and evaluating results to choose the best solution and solve problems.
- Getting Information - Observing, receiving, and otherwise obtaining information from all relevant sources.
- Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.
- Organizing, Planning, and Prioritizing Work - Developing specific goals and plans to prioritize, organize, and accomplish your work.

## Specific Tasks



- Analyze market and delivery systems to assess present and future material availability.
- Arrange for disposal of surplus materials.
- Control purchasing department budgets.
- Develop and implement purchasing and contract management instructions, policies, and procedures.
- Direct and coordinate activities of personnel engaged in buying, selling, and distributing materials, equipment, machinery, and supplies.
- Interview and hire staff, and oversee staff training.
- Locate vendors of materials, equipment or supplies, and interview them to determine product availability and terms of sales.
- Maintain records of goods ordered and received.
- Participate in the development of specifications for equipment, products or substitute materials.
- Prepare and process requisitions and purchase orders for supplies and equipment.
- Prepare bid awards requiring board approval.
- Prepare reports regarding market conditions and merchandise costs.
- Represent companies in negotiating contracts and formulating policies with suppliers.
- Resolve vendor or contractor grievances, and claims against suppliers.
- Review purchase order claims and contracts for conformance to company policy.
- Review, evaluate, and approve specifications for issuing and awarding bids.

#### Detailed Tasks

##### Detailed Work Activities:

- analyze market conditions
- analyze market or delivery systems
- assign work to staff or employees
- communicate technical information
- conduct market research
- conduct or attend staff meetings
- develop purchasing policies or procedures
- develop records management system
- direct and coordinate activities of workers or staff
- fill out purchase requisitions
- inspect merchandise to determine value
- locate sources of supply for purchasing
- maintain administrative services

#### Occupation Specific Tasks:

- Advise sales and billing departments of transportation charges for customers' accounts.
- Arrange for necessary shipping documentation, and contact customs officials to effect release of shipments.
- Arrange for storage facilities when required.
- Confer with department heads to coordinate warehouse activities, such as production, sales, records control, and purchasing.
- Develop and document standard and emergency operating procedures for receiving, handling, storing, shipping, or salvaging products or materials.
- Develop and implement plans for facility modification or expansion, such as equipment purchase or changes in space allocation or structural design.
- Evaluate freight costs and the inventory costs associated with transit times to ensure that costs are appropriate.
- Evaluate locations for new warehouses and distribution networks to determine their potential usefulness.
- Examine invoices and shipping manifests for conformity to tariff and customs regulations.
- Examine products or materials to estimate quantities or weight and type of container required for storage or transport.
- Inspect physical conditions of warehouses, vehicle fleets and equipment, and order testing, maintenance, repair, or replacement as necessary.
- Interview, select, and train warehouse and supervisory personnel.
- Issue shipping instructions and provide routing information to ensure that delivery times and locations are coordinated.
- Negotiate with carriers, warehouse operators and insurance company representatives for services and preferential rates.
- Participate in setting transportation and service rates.
- Plan, develop, and implement warehouse safety and security programs and activities.
- Prepare and manage departmental budgets.
- Prepare or direct preparation of correspondence, reports, and operations, maintenance, and safety manuals.
- Respond to customers' or shippers' questions and complaints regarding storage and distribution services.
- Review invoices, work orders, consumption reports, and demand



## procedures manual

- maintain records, reports, or files
- manage inventories or supplies
- monitor consumer or marketing trends
- negotiate business contracts
- order or purchase supplies, materials, or equipment
- oversee execution of organizational or program policies
- purchase office equipment or furniture
- recommend purchase or repair of furnishings or equipment
- use appraisal techniques in purchasing
- use cost benefit analysis techniques
- use inventory control procedures
- use knowledge of sales contracts
- use negotiation techniques

## Technology - Examples

## Calendar and scheduling software

- Scheduling software

## Charting software

- Microsoft Office Visio

## Data base management system software

- Oracle DBMS

## Data base reporting software

- Business Objects Crystal Reports

## Data base user interface and query software

- Corel Paradox

- Database software

- Microsoft Access

## Electronic mail software

- IBM Lotus Notes

- Microsoft Outlook

## Enterprise resource planning ERP software

- Bowen & Groves MI ERP

- Enterprise resource planning ERP software

- Epicor Vantage ERP

- Lawson M3 Supply Chain Management software

- Oracle JD Edwards EnterpriseOne

- Oracle PeopleSoft

- SAP software

## Financial analysis software

forecasts to estimate peak delivery periods and to issue work assignments.

- Schedule and monitor air or surface pickup, delivery, or distribution of products or materials.
- Supervise the activities of workers engaged in receiving, storing, testing, and shipping products or materials.
- Track and trace goods while they are en route to their destinations, expediting orders when necessary.

## Detailed Tasks

## Detailed Work Activities:

- adhere to safety procedures
- analyze operational or management reports or records
- analyze organizational operating practices or procedures
- answer customer or public inquiries
- arrange delivery schedules
- assign work to staff or employees
- call on customers to solicit new business
- communicate technical information
- conduct or attend staff meetings
- confer with other departmental heads to coordinate activities
- develop maintenance schedules
- develop policies, procedures, methods, or standards
- develop safety regulations
- direct and coordinate activities of workers or staff
- ensure compliance with government regulations
- evaluate information from employment interviews
- evaluate performance of employees or contract personnel
- examine documents for completeness, accuracy, or conformance to standards
- hire, discharge, transfer, or promote workers
- inspect products or systems for regulatory compliance
- inspect property to determine damages
- interview job applicants
- investigate customer complaints
- maintain safe work environment
- measure, weigh, or count products or materials
- monitor facilities or equipment
- negotiate business contracts
- orient new employees
- oversee execution of organizational or program policies



- Oracle PeopleSoft Enterprise Financial Management Solutions

## Internet browser software

- Web browser software

## Inventory management software

- Inventory management software

## Materials requirements planning logistics and supply chain software

- Material requirement planning MRP software

## Office suite software

- Microsoft Office

## Point of sale POS software

- Point of sale POS software

## Presentation software

- Microsoft PowerPoint

## Procurement software

- Ariba Spend Management Suite

- Automated purchase order software

- Bottomline Technologies Bottomline Sprinter Purchasing Manager

- Purchasing software

- PurchasingNet eProcurement

## Project management software

- Microsoft Project

- Primavera Systems SureTrak Project Manager

## Spreadsheet software

- Microsoft Excel

- Spreadsheet software

## Word processing software

- Microsoft Word

- Word processing software

## Tools - Examples

- 10-key calculators

- Desktop computers

- Personal computers

- prepare reports
- provide customer service
- purchase property management or maintenance equipment or supplies
- resolve customer or public complaints
- schedule air or surface pickup, delivery, or distribution of product
- schedule facility or property maintenance
- schedule work to meet deadlines
- use conflict resolution techniques
- use negotiation techniques
- use oral or written communication techniques
- use weighing or measuring devices in transportation
- write administrative procedures services manual
- write business correspondence

## Technology - Examples

## Analytical or scientific software

- Integrated Decision Support Netwise Enterprise

- Integrated Decision Support Netwise Frontline

- QUALCOMM QTRACS

- QUALCOMM ViaWeb

## Compliance software

- Scanlon Associates LogPak

## Data base user interface and query software

- Microsoft Access

## Electronic mail software

- Microsoft Outlook

## Enterprise resource planning ERP software

- Enterprise resource planning ERP software

## Graphics or photo imaging software

- Graphics software

## Inventory management software

- Aljex Inventory

- DSA Foxware Warehouse Management

- International Business Systems software

- Logility Voyager WarehousePRO

- MRA Technologies MRATrack Warehouse Management System

- Sentai Pinpoint

## Label making software



- ABOL Manifest Systems

Materials requirements planning logistics and supply chain software

- Cadre Technologies Cadence Warehouse Management System

- Catalyst International CatalystConnect

- IBM i2 Transportation Manager

- Integrated Decision Support Corporation Netwise Supply Chain

- Integrated Decision Support Corporation Swap Advice

- IntelliTrack Warehouse Management System

- Radio Beacon WMS

- RedPrairie DLx Warehouse

- SSA Global Warehouse Management System WMS

- Supply chain event management software

- TECSYS EliteSeries

- TECSYS PointForce Enterprise

Office suite software

- Microsoft Office

Presentation software

- Microsoft PowerPoint

Project management software

- HighJump Software Warehouse Advantage

- Infosite Technologies DM Warehousing

- Sentai WarehouseTrac

Spreadsheet software

- Spreadsheet software

Time accounting software

- WorkForce Software EmpCenter Time and Attendance

Word processing software

- Word processing software

Tools - Examples

- Barcoding labels

- Barcoding scanners

- Desktop computers



- Digital cameras
- Forklifts
- Wireless communication and satellite positioning tools
- Cell phones
- Laptop computers
- Personal computers
- Personal digital assistants PDA
- Radio frequency handheld terminals
- Radio frequency identification RFID devices
- Global positioning systems GPS

### Labor Market Comparison

Description	Purchasing Managers	Storage and Distribution Managers	Difference
Median Wage	\$ 72,560	\$ 62,270	\$( 10,290)
10th Percentile Wage	\$ 46,340	\$ 40,840	\$( 5,500)
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	\$ 88,750	\$ 82,310	\$( 6,440)
90th Percentile Wage	\$105,800	\$102,600	\$( 3,200)
Mean Wage	\$ 74,700	\$ 68,620	\$( 6,080)
Total Employment - 2007	330	710	380
Employment Base - 2006	343	701	358
Projected Employment - 2016	349	736	387
Projected Job Growth - 2006-2016	1.8 %	5.0 %	3.2 %
Projected Annual Openings - 2006-2016	11	25	14

### National Job Posting Trends

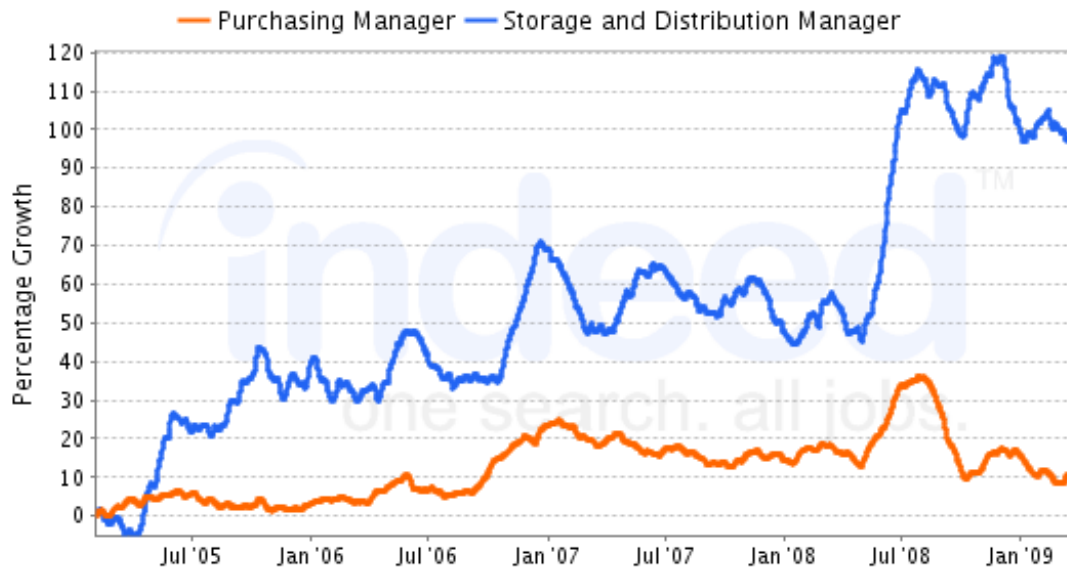
Trend for Purchasing Managers

Trend for  
Storage  
and  
Distribution  
Managers





### Job Trends from Indeed.com



Data from [Indeed](http://Indeed.com)

### Recommended Programs

#### Public Administration

Public Administration. A program that prepares individuals to serve as managers in the executive arm of local, state, and federal government; and that focuses on the systematic study of executive organization and management. Includes instruction in the roles, development, and principles of public administration; the management of public policy; executive-legislative relations; public budgetary processes and financial management; administrative law; public personnel management; professional ethics; and research methods.

Institution	Address	City	URL
University of Maine at Augusta	46 University Dr	Augusta	<a href="http://www.uma.maine.edu/">www.uma.maine.edu/</a>
University of Maine at Augusta	46 University Dr	Augusta	<a href="http://www.uma.maine.edu/">www.uma.maine.edu/</a>
University of Maine at Fort Kent	23 University Drive	Fort Kent	<a href="http://www.umfk.maine.edu">www.umfk.maine.edu</a>
University of Maine		Orono	<a href="http://www.umaine.edu/">www.umaine.edu/</a>
University of Maine		Orono	<a href="http://www.umaine.edu/">www.umaine.edu/</a>
University of Maine		Orono	<a href="http://www.umaine.edu/">www.umaine.edu/</a>
University of Maine		Orono	<a href="http://www.umaine.edu/">www.umaine.edu/</a>

#### Public Administration and Services, Other

Public Administration and Social Service Professions, Other. Any instructional program in public administration and services not listed above.

Institution	Address	City	URL
University of Southern Maine	96 Falmouth St	Portland	<a href="http://www.usm.maine.edu">www.usm.maine.edu</a>

#### Aeronautics/Aviation/Aerospace Science and Technology, General



Aeronautics/Aviation/Aerospace Science and Technology, General. A program that focuses on the general study of aviation and the aviation industry, including in-flight and ground support operations. Includes instruction in the technical, business, and general aspects of air transportation systems.

No schools available for the program

#### Aviation Management

Aviation/Airway Management and Operations. A program that prepares individuals to apply technical knowledge and skills to the management of aviation industry operations and services. Includes instruction in airport operations, ground traffic direction, ground support and flightline operations, passenger and cargo operations, flight safety and security operations, aviation industry regulation, and related business aspects of managing aviation enterprises.

No schools available for the program

#### Business/Commerce, General

Business/Commerce, General. A program that focuses on the general study of business, including the processes of interchanging goods and services (buying, selling and producing), business organization, and accounting as used in profit-making and nonprofit public and private institutions and agencies. The programs may prepare individuals to apply business principles and techniques in various occupational settings.

Institution	Address	City	URL
Beal College	99 Farm Road	Bangor	<a href="http://bealcollege.edu">bealcollege.edu</a>
University of Maine at Farmington	224 Main St	Farmington	<a href="http://www.umf.maine.edu">www.umf.maine.edu</a>
University of Maine at Fort Kent	23 University Drive	Fort Kent	<a href="http://www.umfk.maine.edu">www.umfk.maine.edu</a>
University of Maine at Presque Isle	181 Main St	Presque Isle	<a href="http://www.umpi.maine.edu">www.umpi.maine.edu</a>
University of Maine at Presque Isle	181 Main St	Presque Isle	<a href="http://www.umpi.maine.edu">www.umpi.maine.edu</a>
Thomas College	180 W River Rd	Waterville	<a href="http://www.thomas.edu">www.thomas.edu</a>

#### Business Administration and Management, General

Business Administration and Management, General. A program that generally prepares individuals to plan, organize, direct, and control the functions and processes of a firm or organization. Includes instruction in management theory, human resources management and behavior, accounting and other quantitative methods, purchasing and logistics, organization and production, marketing, and business decision-making.

Institution	Address	City	URL
Central Maine Community College	1250 Turner St	Auburn	<a href="http://www.cmcc.edu">www.cmcc.edu</a>
Central Maine Community College	1250 Turner St	Auburn	<a href="http://www.cmcc.edu">www.cmcc.edu</a>
University of Maine at Augusta	46 University Dr	Augusta	<a href="http://www.uma.maine.edu/">www.uma.maine.edu/</a>
University of Maine at Augusta	46 University Dr	Augusta	<a href="http://www.uma.maine.edu/">www.uma.maine.edu/</a>
Eastern Maine Community College	354 Hogan Rd	Bangor	<a href="http://www.emcc.edu">www.emcc.edu</a>
Husson College	One College Circle	Bangor	<a href="http://www.husson.edu">www.husson.edu</a>
Husson College	One College Circle	Bangor	<a href="http://www.husson.edu">www.husson.edu</a>
Husson College	One College Circle	Bangor	<a href="http://www.husson.edu">www.husson.edu</a>
Beal College	99 Farm Road	Bangor	<a href="http://bealcollege.edu">bealcollege.edu</a>
University of New England	11 Hills Beach Rd	Biddeford	<a href="http://WWW.UNE.EDU">WWW.UNE.EDU</a>
Washington County Community College	One College Drive	Calais	<a href="http://www.wccc.me.edu">www.wccc.me.edu</a>
University of Maine at Machias	9 O'Brien Ave	Machias	<a href="http://www.umm.maine.edu">www.umm.maine.edu</a>
University of Maine		Orono	<a href="http://www.umaine.edu/">www.umaine.edu/</a>
University of Maine		Orono	<a href="http://www.umaine.edu/">www.umaine.edu/</a>



University of Maine		Orono	<a href="http://www.umaine.edu/">www.umaine.edu/</a>
Andover College	901 Washington Ave	Portland	<a href="http://WWW.ANDOVERCOLLEGE.edu">WWW.ANDOVERCOLLEGE.edu</a>
University of Southern Maine	96 Falmouth St	Portland	<a href="http://www.usm.maine.edu">www.usm.maine.edu</a>
University of Southern Maine	96 Falmouth St	Portland	<a href="http://www.usm.maine.edu">www.usm.maine.edu</a>
University of Southern Maine	96 Falmouth St	Portland	<a href="http://www.usm.maine.edu">www.usm.maine.edu</a>
University of Southern Maine	96 Falmouth St	Portland	<a href="http://www.usm.maine.edu">www.usm.maine.edu</a>
Northern Maine Community College	33 Edgemont Dr	Presque Isle	<a href="http://www.nmcc.edu">www.nmcc.edu</a>
Southern Maine Community College	2 Fort Road	South Portland	<a href="http://www.smccME.edu">www.smccME.edu</a>
Southern Maine Community College	2 Fort Road	South Portland	<a href="http://www.smccME.edu">www.smccME.edu</a>
Saint Josephs College	278 Whites Bridge Rd	Standish	<a href="http://www.sjcme.edu">www.sjcme.edu</a>
Saint Josephs College	278 Whites Bridge Rd	Standish	<a href="http://www.sjcme.edu">www.sjcme.edu</a>
Saint Josephs College	278 Whites Bridge Rd	Standish	<a href="http://www.sjcme.edu">www.sjcme.edu</a>
Thomas College	180 W River Rd	Waterville	<a href="http://www.thomas.edu">www.thomas.edu</a>
Thomas College	180 W River Rd	Waterville	<a href="http://www.thomas.edu">www.thomas.edu</a>
Thomas College	180 W River Rd	Waterville	<a href="http://www.thomas.edu">www.thomas.edu</a>
York County Community College	112 College Drive	Wells	<a href="http://www.yccc.edu">www.yccc.edu</a>

#### Logistics and Materials Management

Logistics and Materials Management. A program that prepares individuals to manage and coordinate all logistical functions in an enterprise, ranging from acquisitions to receiving and handling, through internal allocation of resources to operations units, to the handling and delivery of output. Includes instruction in acquisitions and purchasing, inventory control, storage and handling, just-in-time manufacturing, logistics planning, shipping and delivery management, transportation, quality control, resource estimation and allocation, and budgeting.

No schools available for the program

### Maine Statewide Promotion Opportunities for Purchasing Managers

O*NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings
11-3061.00	Purchasing Managers	100	4	330	\$72,560.00	\$0.00	2%	11
11-3051.00	Industrial Production Managers	88	4	690	\$72,560.00	\$0.00	-12%	24
11-1021.00	General and Operations Managers	88	4	8,490	\$77,050.00	\$4,490.00	-5%	209
13-2052.00	Personal Financial Advisors	86	3	360	\$94,100.00	\$21,540.00	10%	13
11-2022.00	Sales Managers	86	4	1,310	\$72,720.00	\$160.00	3%	32



11-3021.00	Computer and Information Systems Managers	85	5	870	\$83,130.00	\$10,570.00	8%	21
11-1011.00	Chief Executives	83	5	750	\$102,290.00	\$29,730.00	-6%	25
11-2021.00	Marketing Managers	81	4	570	\$74,560.00	\$2,000.00	7%	17
25-1063.00	Economics Teachers, Postsecondary	81	5	80	\$73,830.00	\$1,270.00	11%	2
23-1011.00	Lawyers	81	5	1,910	\$80,120.00	\$7,560.00	6%	73
11-9041.00	Engineering Managers	79	5	720	\$91,030.00	\$18,470.00	-2%	14
11-9121.00	Natural Sciences Managers	78	5	180	\$79,810.00	\$7,250.00	8%	5
23-1023.00	Judges, Magistrate Judges, and Magistrates	77	5	80	\$115,160.00	\$42,600.00	1%	2
29-1051.00	Pharmacists	76	5	1,190	\$112,550.00	\$39,990.00	22%	46
17-2072.00	Electronics Engineers, Except Computer	75	4	210	\$76,420.00	\$3,860.00	-26%	4

### Top Industries for Storage and Distribution Managers

Industry	NAICS	% in Industry	Employment	Projected Employment	% Change
Federal government, excluding postal service	919999	8.18%	7,687	7,267	-5.47%
General freight trucking	484100	7.31%	6,875	7,777	13.11%
Warehousing and storage	493100	5.90%	5,551	7,414	33.57%
Management of companies and enterprises	551100	5.66%	5,322	6,135	15.28%
Local government, excluding education and hospitals	939300	4.83%	4,542	5,102	12.34%
Couriers	492100	4.11%	3,862	4,150	7.46%
Grocery and related product wholesalers	424400	3.41%	3,203	3,503	9.35%
Freight transportation arrangement	488500	3.38%	3,180	4,031	26.76%
Specialized freight trucking	484200	2.57%	2,418	2,724	12.64%
Self-employed workers, primary job	000601	2.55%	2,400	2,557	6.54%
Rail transportation	482100	1.86%	1,751	1,507	-13.94%
Scheduled air transportation	481100	1.65%	1,553	1,715	10.41%
State government, excluding education and hospitals	929200	1.52%	1,429	1,402	-1.87%



Professional and commercial equipment and supplies merchant wholesalers	423400	1.13%	1,063	1,239	16.57%
Wholesale electronic markets and agents and brokers	425100	1.12%	1,055	1,197	13.48%

### Top Industries for Purchasing Managers

Industry	NAICS	% in Industry	Employment	Projected Employment	% Change
Management of companies and enterprises	551100	11.78%	8,188	9,439	15.28%
Federal government, excluding postal service	919999	4.94%	3,433	2,921	-14.92%
Local government, excluding education and hospitals	939300	3.37%	2,346	2,372	1.10%
Self-employed workers, primary job	000601	2.75%	1,910	2,034	6.54%
Navigational, measuring, electromedical, and control instruments manufacturing	334500	2.55%	1,773	1,697	-4.26%
Aerospace product and parts manufacturing	336400	2.50%	1,739	1,772	1.84%
General medical and surgical hospitals, public and private	622100	2.12%	1,471	1,628	10.71%
Research and development in the physical, engineering, and life sciences	541710	1.92%	1,333	1,423	6.69%
Grocery and related product wholesalers	424400	1.92%	1,336	1,460	9.35%
Semiconductor and other electronic component manufacturing	334400	1.91%	1,328	1,161	-12.59%
Motor vehicle parts manufacturing	336300	1.58%	1,095	785	-28.35%
Professional and commercial equipment and supplies merchant wholesalers	423400	1.45%	1,009	1,059	4.91%
Residential building construction	236100	1.32%	916	1,031	12.61%
Plastics product manufacturing	326100	1.22%	849	900	6.00%
Electrical and electronic goods merchant wholesalers	423600	1.20%	837	986	17.90%